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<u>L3</u>	L2 and (dutch with auction or dutchauction or dutch adj auction or dutch near auction)	25	<u>L3</u>
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L2: Entry 105 of 154

File: USPT

May 22, 2007

DOCUMENT-IDENTIFIER: US 7222109 B1

TITLE: System and method for contract authority

Brief Summary Text (6):

Most business (and many other) negotiation processes are usually multivariate. That is, a business negotiation deals with many variable items, such as price, quantity, quality, shippers, insurance, warranty, schedules, returns and so on. The above solutions typically did not automate multivariate negotiations in any way, since they had to be built on agreements whose terms had all been previously negotiated

Description Paragraph (71):

Still in FIG. 1k, participant functions for buyer participants 08grpb could be as simple as proposals 214-10. A buyer might either propose negotiations of order terms based on a seller's catalog and price lists or send out a request for proposal (RFP) to all or some of the seller's in the community, or send out a request for a quote (RFQ) to all or some of the sellers in a community, asking sellers to respond with the best, most comprehensive terms each seller can offer. The present invention also provides prospective buyers with the ability to make e-mail inquiries through the system, which are logged by the system.

Description Paragraph (87):

FIG. 1i is a flow diagram of the steps of iterative multivariate negotiations engine 212 of the present invention. At step 212-02 an initializing event occurs, such as participant 08 proposing terms to another participant on an initiating terminal (or desktop computer or workstation, etc.) over the Internet 04 through multivariate negotiations engine system 02, thereby creating a communications path which is ultimately directed by multivariate negotiations engine system 02 over the Internet 04 to the destination terminal at which the selected other participant 08 is active. The terms could be the placement of an order from a buyer, or a seller's response to a general request for proposal (RFP), and so on. In initializing step 212-02 multivariate negotiations engine 212 recognizes that these two participants are negotiators and also determines that a deciding entity has been appointed either by the sponsor or by the rules established for this community.

Description Paragraph (88):

For simple order processing, the seller may be designated the deciding entity by default. For an RFP, the buyer might be designated the deciding entity. In non-commercial communities, such as standards communities or treaty negotiation communities, a sponsor 06 may wish to designate multiple deciding entities for each issue under consideration. In such an implementation, a sponsor 06 will usually want to establish more detailed rules for the ordering and processing of proposals.

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<u>L1</u>	(network or internet or www) near sales	1674	<u>L1</u>

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L2: Entry 5 of 11

File: PGPB

May 26, 2005

DOCUMENT-IDENTIFIER: US 20050114229 A1

TITLE: Network-based sales system with customizable and categorization user interface

Summary of Invention Paragraph:

[0006] A sales system for coupling to a communications network, The sales system includes a first sales interface at a first network address, the first sales interface including a first set of categorized interface elements; a second sales interface at a second network address, the second sales interface including a second set of categorized interface elements; and a sales server at a third network address that operates the first and second sales interfaces to provide an impression that the first and second sales interfaces are being operated by different entities, the sales server to include a categorization interface that is responsive to user input to define the first and second set of categorized interface elements, the categorized interface elements to respectively include an unused attribute.

Detail Description Paragraph:

[0413] In addition, while an auction system with classified capabilities was presented as an illustrative embodiment, other sales models, such as reverse auctions, requests for proposals (RFP's), "wanted to buy," and coupons, can also be provided using the same approach. Like the auction system, such systems can employ a customized interface to bring offerors and buyers/respondents together through a network of member sites, and facilitate transactions between them.

CLAIMS:

1. A sales system for coupling to a communications network, the sales system including: a first sales interface at a first network address, the first sales interface including a first set of categorized interface elements; a second sales interface at a second network address, the second sales interface including a second set of categorized interface elements; and a sales server at a third network address that operates the first and second sales interfaces to provide an impression that the first and second sales interfaces are being operated by different entities, wherein the sales server includes a categorization interface that is responsive to user input to define the first and second sets of categorized interface elements, and wherein the categorized interface elements each include a plurality of specification elements.

5. A sales system for coupling to a communications network, the sales system including: a first sales interface at a first network address, the first sales interface including a first set of categorized interface elements; a second sales interface at a second network address, the second sales interface including a second set of categorized interface elements; and a sales server at a third network address that operates the first and second sales interfaces to provide an impression that the first and second sales interfaces are being operated by different entities, wherein the sales server includes a categorization interface that is responsive to user input to define the first and second sets of categorized interface elements, and wherein the categorized interface elements each include an unused attribute.

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